



2024 KCREC Panel – Multifamily Finance Update

Panelists

- **Tyler Chesser**
 - Co-Founder and Managing Partner at CF Capital LLC
- **Ashley Gillenwater**
 - Vice President, Commercial Real Estate Lending at Stock Yards Bank & Trust Company
- **Kaitlyn George**
 - Partner at Frost Brown Todd LLP
- **Brad Butler - Moderator**
 - Partner at Frost Brown Todd LLP



Recent Market Trends

- Current Interest Rates for Agency, HUD, and Balance Sheet Lending Products
- Current Lender Underwriting Requirements & Community Banking Perspective
- Current Equity Investor Considerations
- Structure Trends: Prevalence and Utility of Rate Management Products & Incentives

Multifamily Market Projections

- Update From the Most Recent FOMC Meeting
- Impact & Timing of Interest Rate Changes in the Market (e.g., loan sizing, cap rates, etc.)
- Are Office to Multifamily Conversions the Solution?
- How will Affordable and Workforce Properties Fit into the Picture?

Case Study – Market Rate Multifamily Development Project

- **Scenario:** We identify a vacant piece of land located near public transportation and several attractive amenities. We plan to develop a 200-unit multifamily property on such land. How do we assemble the capital stack?



Questions and Answers

thank
you

